FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

JUNE 30, 2017

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Board of Directors

June 30, 2017

Wayne Rich, President

Wayne Nelson, Vice President

Teresa Hobbs, Secretary

Thayer Bonecutter, Treasurer

Patricia Strong

Danny Nevins

Dale Reagan

Joe Rich





752 Jim Parker Drive Smyrna, Tennessee 37167 (615) 459-8248 (615) 459-8610 fax

INDEPENDENT AUDITOR'S REPORT

To the Chairman and the Board of Directors Joint Industrial Development Board of Celina & Clay County

Report on the Financial Statements

I have audited the accompanying basic financial statements of the of Joint Industrial Development Board of Celina & Clay County, as of and for the year ended June 30, 2017 and the related notes to the financial statements, which collectively comprise the Joint Industrial Development Board of Celina & Clay County's basic financial statements, as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, I express no such opinion.

An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Joint Industrial Development Board of Celina & Clay County as of June 30, 2017, and the respective changes in financial position and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, pages 4 through 5, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. I have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to my inquiries, the basic financial statements, and other knowledge I obtained during my audit of the basic financial statements. I do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other information

My audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise Joint Industrial Development Board of Celina & Clay County's basic financial statements. The introductory section is presented for purposes of additional analysis and is not a required part of the basic financial statements. The introductory section has not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, I do not express an opinion or provide any assurance on it.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, I have also issued my report dated January 8, 2018, on my consideration of Joint Industrial Development Board of Celina & Clay County's internal control over financial reporting and on my tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of my testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Joint Industrial Development Board of Celina & Clay County's internal control over financial reporting and compliance.

Joel D. Parks, P.C.

January 8, 2018

MANAGEMENT'S DISCUSSION AND ANALYSIS

This section of Joint Industrial Development Board of Celina & Clay County's (the Board's) annual financial report presents our discussion and analysis of the Board's financial performance during the year ended June 30, 2017. This section should be read in conjunction with the financial statements and accompanying notes, which follow this section.

The Board is a separate governmental affiliate established on April 7, 1997, to promote local industrial development for the benefit of the residents of the Clay County and Celina. The Board is engaged in acquisition, construction, leasing and mortgaging industrial properties in the Celina area. The Town of Celina appoints three board members and Clay County appoints four. The corporate officers, appointed by the Board of Directors, manage the Board.

Brief Discussion of the Basic Financial Statements

This discussion and analysis is intended to serve as an introduction to the Board's financial statements.

Fund financial statements

A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The Board, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

The financial report includes three financial statements: Statement of Net Position; Statement of Revenues, Expenses and Changes in Net Position; and Statement of Cash Flows followed by notes to the financial statements. The financial statements are prepared on the accrual basis of accounting.

The Statement of Net Position includes all assets and liabilities of the Board, as of June 30, 2017. The difference in the assets and liabilities is the net position or equity of the Board. The Statement of Revenues, Expenses and Changes in Fund Net Position reports all the revenues and expenses during the year ended June 30, 2017 and the change in net position for the year. The Statement of Cash Flows reports the cash provided and used by operating activities as well as other cash sources and cash payments such as investment income, capital additions and principal and interest payments on debt issues.

Notes to the financial statements

The notes provide additional information that is essential to a full understanding of the data provided in the fund financial statements.

Condensed financial information

The following schedule presents a summary of the financial position for the fiscal year ended June 30, 2017, and the percentage of increases/decreases in relation to the prior year.

	<u>FY17</u>	<u>FY16</u>	Percentage Inc / (Dec)
Statement of Net Position			
Capital assets net of accumulated depreciation	\$1,053,628	\$973,704	8.2
Other assets	223,494	383,615	(41.7)
Total assets	\$ <u>1,277,122</u>	\$ <u>1,357,319</u>	(5.9)
	Ф 2.070	Ф	100.0
Current liabilities	\$ 3,070	\$ -	100.0
Long-term liabilities	239,429	30,000	698.1
Total liabilities	<u>242,499</u>	30,000	708.3
ST	0.41 120	072 704	(12.6)
Net investment in capital assets	841,129	973,704	(13.6)
Unrestricted	<u>193,494</u>	<u>353,615</u>	(45.3)
Total net position	<u>1,034,623</u>	<u>1,327,319</u>	(22.1)
Total liabilities and net position	\$ <u>1,277,122</u>	\$ <u>1,357,319</u>	(5.9)

The following schedule presents a summary of the changes in net position for the fiscal year ended June 30, 2017, and the percentage of increases/decreases in relation to the prior year.

			Percentage
	<u>FY17</u>	<u>FY16</u>	Inc / (Dec)
Operating revenues	\$ 34,500	\$18,000	91.7
Operating expenses	327,716	44,840	630.9
Net operating loss	(293,216)	(26,840)	992.5
Other revenues (expenses)	520	<u>1,991</u>	(73.9)
Change in net position	\$ <u>(292,696)</u>	\$(24,849)	1,077.9

Long-term liabilities increased significantly compared to the prior year due to issuance of a capital outlay note for the purchase of land in the current year. Expenses increased significantly due to the District's donation of a building and land to a tenant of the same property. Other assets and unrestricted net assets decreased significantly as cash and escrow deposits were surrendered along with note proceeds in the purchase of land.

Independent Audit

State statutes require an annual audit by an independent certified public accounting firm. In addition to meeting the requirements set forth in state statutes, the audit is conducted in accordance with auditing standards generally accepted in the United States of America and *Government Auditing Standards*, issued by the Comptroller General of the United States of America. The auditor's report on the basic financial statements and supplementary schedules is included in the financial section of this report.

Statement of Net Position June 30, 2017

ASSETS		
Cash and cash equivalents	\$	220,994
Accounts receivable		2,500
Capital assets (net of accumulated depreciation)	_	1,053,628
	\$ =	1,277,122
LIABILITIES		
Lease escrow payable	\$	30,000
Long-term liabilities due within one year		3,070
Long-term liabilities due in more than one year	_	209,429
	-	242,499
NET POSITION		
Net investment in capital assets		841,129
Unrestricted	_	193,494
	\$	1,034,623

Statement of Revenues, Expenses and Changes in Net Position

For the Fiscal Year Ended June 30, 2017

Operating revenues	
Rental income \$	34,500
Other	0
Total operating revenues	34,500
Operating expenses	
Advertising	122
Bond expense	180
Depreciation	22,628
Donation of building and land	295,101
Insurance	578
Interest expense	4,899
Mowing	1,290
Miscellaneous	1
Office supplies	156
Postage	56
Professional fees	2,705
Total operating expenses	327,716
Operating loss	(293,216)
Non-operating revenues (expenses)	
Interest income	520
Total nonoperating revenues (expenses)	520
Change in net position	(292,696)
Net position, beginning	1,327,319
Net position, ending \$	

Statement of Cash Flows

For the Fiscal Year Ended June 30, 2017

Cash flows from operating activities		
Cash received from lessees	\$	32,000
Cash paid to suppliers of goods and services		40,013
Net cash flows from operating activities		72,013
Cash flows from capital and related financing activities		
Acquisition of capital assets		(397,653)
Issuance of note proceeds		215,000
Principal paid on note maturities	***************************************	(2,501)
Net cash used by capital and related financing activities	-	(185,154)
Cash flows from investing activities		
Interest received		520
Withdrawal of investments		205,881
	week	205,881
Net cash flows from investing activities		200,401
Net increase in cash and cash equivalents		93,260
Cash and cash equivalents, beginning		127,734
Cash and cash equivalents, ending	\$	220,994
Reconciliation of Operating Income to Net Cash Provided by Operating Activities		
Operating loss	\$	(293,216)
Adjustments to reconcile operating loss to net		
cash from operation activities		
Depreciation		22,628
Decrease in deposits		50,000
Disposition of building and land		295,101
Increase in accounts receivable		(2,500)
Net cash from operating activities	\$ _	72,013

Notes to the Financial Statements
June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Contacting the Board's Financial Management

The financial report is designed to provide a general overview of the Board's finances for all those with an interest in the Board's finances. If you have questions about this report or need additional financial information, contact the Board office at P.O. Box 313, Celina, TN 38551.

The basic financial statements of Joint Industrial Development Board of Celina & Clay County (the Board) have been prepared in conformity with generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board. The following is a summary of the more significant accounting policies.

A. The Reporting Entity

The Board was organized as a corporation on April 7, 1997 under the laws of the State of Tennessee to promote local industry development for the benefit of the residents of Clay County and the Town of Celina. The Board is engaged in acquisition, construction, leasing and mortgaging industrial properties in the Celina area. The Town of Celina appoints three board members and Clay County appoints four. The corporate officers, appointed by the Board of Directors, manage the Board.

B. Measurement Focus/Basis of Accounting

The Board utilizes an "economic resources" measurement focus. The accounting objectives of this focus are the determination of operating income, changes in net position (or cost recovery), financial position and cash flows. All assets and liabilities (whether current or noncurrent) associated with the Board's activities are reported.

The Board is a single-enterprise proprietary fund and uses accrual basis of accounting. Proprietary funds are used to account for operations that are financed and operated in a manner similar to private business enterprises and that a periodic determination of revenues earned, expenses incurred and/or change in net position is appropriate for capital maintenance, public policy, management control, accountability or other purposes. Under accrual basis of accounting, revenues are recorded when earned and expenses are recorded when the liability is incurred or economic asset used.

Proprietary funds distinguish operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with a proprietary fund's principle ongoing operations. The principle operating revenues of the Board is rent income from commercial buildings purchased/constructed by the Board.

Notes to the Financial Statements (Cont.)
June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

B. Measurement Focus/Basis of Accounting (Cont.)

Operating expenses include building maintenance, interest on debt, administrative costs and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses.

The financial statements are prepared on the basis of Governmental Accounting Standards Board (GASB) Statement No. 34, *Basic Financial Statements, Management Discussion and Analysis for State and Local Governments* and related standards.

This statement includes recognition of capital grants in the Statement of Revenues, Expenses and Changes in Net Position; a presentation of net position; inclusion of a management discussion and analysis providing an analysis of the overall financial position and results of operations; and other supplementary information.

C. Cash Equivalents

Cash is comprised of demand deposits and certificates of deposit with maturities of three months or less.

D. Investments

Investments are comprised of certificates of deposit with maturities of greater than three months.

E. Property and Equipment

Property and equipment purchased by the Board are presented on the balance sheet at cost and offset by an accumulated depreciation account. Depreciation is calculated using the straight-line method over the estimated life of the assets, which is generally five years for equipment and forty for buildings. For assets constructed by the Board, cost includes interest incurred during the construction period and other carrying costs. Generally the Board capitalizes assets that carry forward value to future periods purchased at a cost of \$500 or more. When assets are disposed of, the cost and related accumulated depreciation is removed from the accounts, and any gain or loss is recorded in operations.

F. Risk Financing

The Board is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Board maintains commercial insurance coverage on each area of risk. Exposure is limited to claims in excess of standard policy limitations. The Board annually reviews its insurance needs based on claims and/or potential claims to minimize exposure. There were no claims in excess of insurance coverage during the past three years.

Notes to the Financial Statements (Cont.)
June 30, 2017

NOTE 2 – DEPOSITS

Cash as reported is comprised of one checking account. Investments consist of certificates of deposit with original maturities of greater than three months. The District is authorized to deposit and invest funds according to the provisions of Section 5-8-301, TCA. All deposits with financial institutions in excess of FDIC limits are required to be secured by one of two methods. Excess funds can be deposited with financial institutions that participate in the State of Tennessee Bank Collateral Pool administered by the state treasurer. For deposits with financial institutions that do not participate in the bank collateral pool, state statutes require that all deposits be collateralized with collateral whose market value is equal to 105 percent of the uninsured amount of the deposits. District policy requires that collateral meet certain requirements, such as, securities be deposited into an escrow account in another institution for the benefit of the District.

NOTE 3 – PROPERTY AND EQUIPMENT

Capital assets activity of the Board for the year ended June 30, 2017 was as follows:

	Beginning Balance	Additions	Retirements	Ending Balance
Capital assets not being depreciated:				
Land	\$_182,820	\$317,160	\$ <u>(50,000)</u>	\$ <u>449,980</u>
Capital assets being depreciated:				
Buildings	1,123,398	-	(304,160)	819,238
Accumulated depreciation				
Buildings	332,514	22,628	59,059	296,083
Total	_790,884	(22,628)	(245,101)	_523,155
	\$ <u>973,704</u>	\$ <u>294,532</u>	\$(295,101)	\$ <u>973,135</u>

NOTE 4 – LEASE DEPOSIT PAYABLE

The Board is afforded space of approximately 15,000 sq. ft. from Clay County Board of Education. The Board entered into a sublease with a tenant during the fiscal year ended June 30, 2015 and received \$30,000 as a commitment to purchase the building they occupy at the end of their six-year lease.

NOTE 5 – LONG-TERM DEBT

The following is a summary of note transactions included in general long-term debt for the fiscal year ended June 30, 2017:

Notes to the Financial Statements (Cont.)
June 30, 2017

NOTE 5 – LONG-TERM DEBT (CONT.)

Outstanding, beginning	\$ -
Note proceeds	215,000
Principal paid on note maturities	2,501
Outstanding, ending	\$ <u>212,499</u>

The annual requirements to amortize the note payable including interest payments of \$134,829 with an interest rate of 2.752% are as follows:

<u>Year</u>			
Ending	Principal	<u>Interest</u>	<u>Total</u>
2018	\$ 3,070	\$ 5,810	\$ 8,880
2019	3,156	5,724	8,880
2020	3,228	5,652	8,880
2021	3,334	5,546	8,880
2022	3,427	5,453	8,880
2023-2027	18,605	25,795	44,400
2028-2032	21,335	23,065	44,400
2033-2037	24,495	19,905	44,400
2038-2042	28,105	16,295	44,400
2043-2047	32,248	12,152	44,400
2048-2052	36,998	7,402	44,400
2053-2057	34,498	2,030	36,528
	\$ <u>212,499</u>	\$ <u>134,829</u>	\$ <u>347,328</u>

NOTE 6 – OTHER AGREEMENTS

In August of 2016, the Board reached an agreement with VF Transformer in that the Board would relinquish the building and 5 acres of land that VF Transformer had been leasing to VF Transformer. It was required that VF Transformer make improvements to the property and keep their operations in the same location along with placing restrictions on the number of employees at this facility. If these requirements are not met, the Board will regain ownership of the property.

NOTE 7 – SUBSEQUENT EVENTS

The Board has evaluated subsequent events through January 8, 2018, the date the financial statements were available to be issued.





752 Jim Parker Drive Smyrna, Tennessee 37167 (615) 459-8248 (615) 459-8610 fax

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Chairman and the Board of Directors

Joint Industrial Development Board of Celina & Clay County

I have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the basic financial statements of the Joint Industrial Development Board of Celina & Clay County (the Board), as of and for the year ended June 30, 2017, and the related notes to the financial statements, which collectively comprise the Board's basic financial statements, and have issued my report thereon dated January 8, 2018.

Internal Control Over Financial Reporting

In planning and performing my audit of the financial statements, I considered the Board's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing my opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Board's internal control. Accordingly, I do not express an opinion on the effectiveness of the Board's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

My consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified.

Given these limitations, during my audit I did not identify any deficiencies in internal control that I consider to be material weaknesses. However, material weaknesses may exist that have not been identified. I did identify two deficiencies in internal control, described in the accompanying schedule of findings and responses as items 2017-001 and 2017-002 that I consider to be significant deficiencies.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Board's financial statements are free of material misstatement, I performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of my audit and, accordingly, I do not express such an opinion. The results of my tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Board's Responses to Findings

The Board's responses to the findings identified in my audit are described in the accompanying schedule of findings and responses. The Board's responses were not subjected to the auditing procedures applied in the audit of the financial statements, and accordingly, I express no opinion on them.

Purpose of this Report

This purpose of this report is solely to describe the scope of my testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Joel D. Parks, P.C.

January 8, 2018

Schedule of Findings and Responses June 30, 2017

Part I - SUMMARY OF AUDITOR'S RESULTS

- 1. An unqualified opinion was issued on the financial statements of the Board.
- 2. The audit of the financial statements disclosed two significant deficiencies in internal control.
- 3. The audit disclosed no instances of noncompliance or other matters that are material to the financial statements of the Board.
- 4. There were no federal grant funds expended.

<u>PART II - FINDINGS AND RESPONSES REPORTED IN ACCORDANCE WITH GENERALLY ACCEPTED GOVERNMENT AUDITING PROCEDURES</u>

2017-001 Segregation of Duties and Preparation of Financial Statements

As reported in the prior year, the Board exhibits conflicting duties (e.g., receiving funds, preparing deposits, posting transactions, reconciling bank records and maintaining receivables and payables). The Board, however, will likely be unable to fully overcome the weaknesses surrounding the invoicing, collection, depositing, posting and reconciliation of receipts without the involvement of additional personnel. The cost of utilizing additional personnel solely for this function would likely exceed the benefits.

Additionally, as reported in the prior year, management lacks the skills and knowledge to fully apply generally accepted accounting principles in recording the Board's financial transactions and preparing its financial statements. Repeated from the prior year is the condition that a significant number of adjusting and reclassifying entries to the Organization's accounting records were necessary to accurately reflect the operations for the year ended June 30, 2017.

Recommendation

The Board should strive to separate key accounting functions to the extent possible or, in absence of available personnel, adopt additional oversight policies to remove any perception of weak internal control. Additionally, the Board should periodically work with a qualified accountant, independent of the auditors, to oversee the application of the generally accepted accounting principles and the posting of adjusting journal entries.

Management's Response

We will work to improve this condition, but will be unable to fully correct it due to funding. We will also consider contacting outside accountants to assist with application of generally accepted accounting principles and posting of adjusting journal entries.

2017-002 Maintenance of Accounting Records and Preparation of Financial Statements

A significant number of adjusting and reclassifying entries to the Board's accounting records were necessary to accurately reflect the operations for the year ended June 30, 2017. Additionally, management lacks the skills and knowledge to fully apply generally accepted accounting principles in recording the Organization's financial transactions and preparing its financial statements.

Recommendation

The Board should take steps to ensure the accounting records are posted such that the Board is not reliant on the audited financial statements for a complete picture of its financial position and operations. The Board should also consider obtaining, on a periodic basis, the services of a qualified accountant or accounting firm independent of the auditors, to oversee the application of the generally accepted accounting principles.

Management's Response

The Board will consider these recommendations.

Disposition of Prior Year Findings June 30, 2017

PRIOR YEAR AUDIT RECOMMENDATIONS NOT IMPLEMENTED (REF: Annual Financial Report for the FYE June 30, 2016)

Finding	<u>Page</u>	<u>Subject</u>
1	14	Segregation of Duties and
		Preparation of Financial
		Statements
2	1.5	Maintenance of
2	15	
		Accounting Records